

Everyone takes in information using SENSING (S) and INTUITION (N) but....

The following 8 Myers-Briggs types prefer to take in information using SENSING (S):
ESTJ, ESTP, ISTJ, ISTP, ESFJ, ESFP, ISFJ, ISFP

All “Sensors” (S) Have These Things in Common:

- Inspired by the real and practical; like tangible results
- Are very aware of the here and now and observant of what is going on in their immediate surroundings
- Enjoy concrete information; explain using facts and real examples rather than analogies and metaphors
- Are more interested in usefulness than inventiveness; Want to know “Will it work?” versus “Is it possible?”
- Prefer hands-on tasks that have a practical application
- Tend to speak, hear and interpret things literally
- Trust past experiences more than intuitive insights
- Focus on what is at hand rather than speculating too far in the future
- Informed by the 5 senses; pay attention to specifics
- Reach conclusions sensibly and pragmatically

But, Some Sensors Prefer:

Extraverted Sensing

and others prefer.... **Introverted Sensing**

(Dominant Function for **ESTP** and **ESFP**)

- Outward and active (**Extraverted**) focus on the *objective* (outer) sense world.
- Notice everything around them with great accuracy and detail – sights, sounds, smells, taste, touch, human reactions, etc.
- Values the object sensed rather than the subjective impression.
- Approach life with zest and a sense of adventure – want to enjoy every experience and opportunity.
- Seek stimulation through the variety and vividness of sensations.
- Quickly assess the realities and plunge into action.
- Use resourcefulness to bring about desired results.
- **GOAL:** to experience as much as possible; to have an unending variety of sensing experience.

(Dominant Function for **ISTJ** and **ISFJ**)

- Inward and reflective (**Introverted**) focus on the *subjective* (inner) sense world.
- Notice and remember details that fit with their interests and prior experience, as well as internal thoughts, feelings, bodily sensations and memories.
- Values the subjective impression released by the object sensed.
- Approach life with curiosity and seriousness – value their vivid personal experience and knowledge.
- Seek to take in stimuli and to integrate it into their internal storehouse for retrieval when needed.
- Carefully gather the specific, realistic, relevant data.
- Use thoroughness to bring about desired results.
- **GOAL:** to form a solid and accurate understanding of the world around them and their place in it

ESTP

The “**Promoter/Opportunist**” (SP Temperament)

- Energetic, risk-taking, adventurous, resourceful
- They are at their best when free to act on impulses, or responding to concrete problems that need solving.
- Value fun in their work & getting others to have fun
- Learn through spontaneous, hands-on action
- Use *Introverted Thinking* to logically and expediently solve practical problems

ESFP

The “**Performer/Entertainer**” (SP Temperament)

- Friendly, gregarious, vivacious, generous, caring
- They are at their best when free to act on impulses, responding to needs of the here and now.
- Value performing, entertaining, sharing
- Use strong personal values (*Introverted Feeling*) to respond to the needs of others.

ISTJ

The “**Inspector/Planner**” (SJ Temperament)

- Dependable, conservative, systematic, hard-working
- They are at their best when charged with organizing and maintaining data and material important to others and to themselves.
- Use *Extraverted Thinking* to organize and structure the external world with logical systems

ISFJ

The “**Protector/Supporter**” (SJ Temperament)

- Conscientious, loyal, dependable, thoughtful, warm
- They are at their best when using their sensible intelligence and practical skills to help others in tangible ways
- Value compassion, kindness, caring
- Use *Extraverted Feeling* to organize and structure the external world to care for people’s daily needs